

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

March 20, 1998

RJR Account #649920

Ms. T. Klimowski  
TRIPIFOODS, INC.

**SALEM TEAR TAPE PROMOTION #800438: MAY (#805)**

Dear Terri:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per 6M promoted case shipped to retail on a timely basis. This equates to \$128.25 (27 (6M) case(s) @ \$4.75). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION

'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: R. M. Duszynski  
Tripifoods: L. Krawczyk  
Enc. Retail Customer List

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-MAY.DOC

51859 2709

**MAY DELIVERY**  
**SALEM TEAR TAPE**  
TRIPIFOODS, INC.

**Product PO #042798**

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	<u>6</u>
12300-24195	Full Flavor 100	<u>5</u>
12300-24196	Light	<u>10</u>
12300-24197	Light 100	<u>6</u>

**\*\*\*UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM APRIL PRODUCT  
DISTRIBUTION TO MEET MAY DISTRIBUTION AS NEEDED\*\*\***

Product / Premium Arrival: **April 27, 1998**  
Ship Date to Retail: **Week of: May 11, 1998**  
EFT \$ Amount: **\$8,374.59**

**May Drive Period 805 / Promotion #800438**

**PROMOTION DESCRIPTION:**

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER  
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

**RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY  
WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION**

**MAY DELIVERY**

51859 2710

**TRIPIFOODS****MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)****#/ CARTONS SALEM MEN KG / UPC #12300-24194****RETAIL DISTRIBUTION DATE: WK OF 5/11/98**

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS *	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	27		4		23	
FARM FRESH	4	SEE LIST	8			2		6
K & K FOODMART	10	1	10		10			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
PAL MART	4	SEE LIST	3		3			
POCO MART	3	SEE LIST	2				2	
SHIPLEY	4	1	4				4	
XTRA MART/ MID VALLEY	35	SEE LIST	31		26		5	
INDEPENDENTS (AND SMALL CHAINS)	33	SEE LIST	69		29	25	15	0
<b>TOTALS</b>	<b>124</b>		<b>184</b>	<b>0</b>	<b>102</b>	<b>27</b>	<b>49</b>	<b>6</b>

**TRIPIFOODS****MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)****#/ CARTONS SALEM MEN 100 / UPC #12300-24195****RETAIL DISTRIBUTION DATE: WK OF 5/11/98**

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	22		3		19	
FARM FRESH	4	SEE LIST	10			2		8
K & K FOODMART	10	1	10		10			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
PAL MART	4	SEE LIST	2		2			
POCO MART	3	SEE LIST	1				1	
SHIPLEY	4	1	4				4	
XTRA MART/ MID VALLEY	35	SEE LIST	33		26		7	
INDEPENDENTS (AND SMALL CHAINS)	33	SEE LIST	51		21	17	13	0
<b>TOTALS</b>	<b>124</b>		<b>163</b>	<b>0</b>	<b>92</b>	<b>19</b>	<b>44</b>	<b>8</b>

**TRIPIFOODS****MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)****#/ CARTONS SALEM MEN LT KING / UPC #12300-24196****RETAIL DISTRIBUTION DATE: WK OF 5/11/98**

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	34		4		30	
FARM FRESH	4	SEE LIST	8			2		6
K & K FOODMART	10	* 1	10		10			
KENYON VARIETY	7	* 1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
PAL MART	4	SEE LIST	5		5			
POCO MART	3	SEE LIST	14				14	
SHIPLEY	4	1	4				4	
XTRA MART/ MID VALLEY	35	SEE LIST	83		70		13	
INDEPENDENTS (AND SMALL CHAINS)	33	SEE LIST	86		30	32	23	1
<b>TOTALS</b>	<b>124</b>		<b>274</b>	<b>0</b>	<b>149</b>	<b>34</b>	<b>84</b>	<b>7</b>

**TRIPIFOODS****MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)****#/ CARTONS SALEM MEN LT 100 / UPC #12300-24197****RETAIL DISTRIBUTION DATE: WK OF 5/11/98**

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	33		5		28	
FARM FRESH	4	SEE LIST	6			2		4
K & K FOODMART	10	1	10		10			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
PAL MART	4	SEE LIST	4		4			
POCO MART	3	SEE LIST	3				3	
SHIPLEY	4	1	4				4	
XTRA MART/ MID VALLEY	35	SEE LIST	46		37		9	
INDEPENDENTS (AND SMALL CHAINS)	33	SEE LIST	49		24	12	13	0
<b>TOTALS</b>	<b>124</b>		<b>185</b>	<b>0</b>	<b>110</b>	<b>14</b>	<b>57</b>	<b>4</b>

TRIIFOODS: MAY SALEM .30¢ TEAR TAPE / #800438 (#805)										RETAIL DISTRIBUTION DATE: 5/11/98			
#/ Salem Cartons Per Brand Style													
#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #	
1	25		1	1	1	0	3	SCALISE'S DELI	NORTH TONAWANDA	NY	162601	398953	
2	54		1	1	1	1	4	N CHILI GROCERY	NORTH CHILI	NY	162602	268787	
3	279		1	0	1	0	2	CARDS CORNER DAIRY	SYRACUSE	NY	162205	632691	
4	450		8	6	4	7	25	GLEN GROCERY	WATKINS GLEN	NY	162605	269473	
5	532		1	1	1	1	4	GUETTI MARKET INC	ROCHESTER	NY	162604	268827	
6	711		1	1	1	1	4	JPS FARM MARKETS	HOLLEY	NY	162602	492193	
7	854		2	2	2	2	8	JIM'S TRUCK STOP	CHEEKTOWAGA	NY	162602	583864	
8	937		1	0	2	1	4	COUNTRY STORE	WEBSTER	NY	162604	712289	
9	1414		1	0	2	1	4	SPRINGWATER COUNTRY	SPRINGWATER	NY	162604	677924	
10	1420		2	0	2	0	4	HEMLOCK GENERAL STOR	HEMLOCK	NY	162604	579516	
11	1543		1	1	1	1	4	ONE STOP	DEPEW	NY	162601	667732	
12	1545		1	1	1	1	4	ROSSETTIE PHARMACY	CORNING	NY	162605	269718	
13	1609		2	1	2	1	6	YELLOW GOOSE	JAMESTOWN	NY	162606	657270	
14	2471		2	2	3	2	9	CONVENIENCE CORNER 1	RHINEBECK	NY	162306	770151	
15	2472		2	1	2	2	7	CONVENIENCE CORNER	RHINEBECK	NY	162306	525601	
16	2953		1	1	3	2	7	MINIT STOP 2	GENEVA	NY	162605	664262	
17	315		1	1	1	1	4	BILICIC COUNTRY MALL	GENEVA	OH	173305	333775	
18	2173		1	1	2	1	5	QUICK CHECK FOODS	SHREVE	OH	172907	797051	
19	2174		1	1	1	1	4	QUICK CHECK FOODS	KILLBUCK	OH	172907	797041	
20			9	5	11	3	28	LITTLE MAC'S	WARREN	OH	173002	220177	
21			5	7	10	4	26	LIT'L MAC'S	WARREN	OH	173002	422910	
22			7	2	7	2	18	LITTLE MAC'S	NILES	OH	173002	637080	
23	429		2	2	3	3	10	WARRENSVILLE MARKET	WILLIAMSPORT	PA	173804	535334	
24	644		2	2	2	2	8	NEWTON'S	SHINGLEHOUSE	PA	162607	398286	
25	646		1	1	2	1	5	BOYDS CORNER STORE	COUDERSPORT	PA	162607	398296	
26	793		2	2	5	2	11	SWISHERS QUICK STOP	HUGHESVILLE	PA	162208	182792	
27	2501		2	2	2	2	8	WAY 2 GO	ERIE	PA	173001	20329	
28	6912		0	0	2	0	2	FAMILY MART	BUCKHANNON	WV	173205	278147	
Tot			61	45	77	45	228						

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#/ Salem Cartons Per Brand Style													
#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #	
1	277	0362-010	3	1	3	2	9	GREEN HILLS SUNOCO	READING	PA	173807	419715	
		0362-010	3	1	3	2	9						
1	3777	0990-000	1	1	2	1	5	CFM #33-034	PENDLETON	NY	162601	764481	
		0990-000	1	1	2	1	5						
1		1234-000	2	2	3	2	9	FARM FRESH 77	RENO	OH	172901	851571	
2		1234-000	1	3	1	1	6	FARM FRESH #47	WILLIAMSTOWN	WV	172901	344972	
3		1234-000	3	3	3	2	11	FARM FRESH #4	BELMONT	WV	172901	345079	
4		1234-000	2	2	1	1	6	FARM FRESH #66	SAINT MARYS	WV	172901	345082	
		1234-000	8	10	8	6	32						
1	4112	1866-000	1	1	1	1	4	SHIPLEY STORE #12	READING	PA	173807	783086	
2	4113	1866-000	1	1	1	1	4	SHIPLEY STORE #13	YORK	PA	173802	783089	
3	93187	1866-000	1	1	1	1	4	HANOVER EXXON #30	HANOVER	PA	132201	793881	
1	97568	1866-000	1	1	1	1	4	SHREWSBURY MOBIL #18	NEW FREEDOM	PA	132601	20308	
		1866-000	4	4	4	4	16						
1	1361	1887-000	1	1	1	1	4	LAKE COUNTY DAIRY #4	LAKEWOOD	NY	162606	696831	
2	1362	1887-000	1	1	1	1	4	LAKE COUNTY DAIRY #1	FALCONER	NY	162606	398505	
3	1363	1887-000	1	1	1	1	4	LAKE COUNTY DAIRY #3	WESTFIELD	NY	162606	398532	
4	1364	1887-000	1	1	1	1	4	LAKE COUNTY DAIRY #7	FREDONIA	NY	162606	666103	
5	1365	1887-000	1	1	1	1	4	LAKE COUNTY DAIRY #5	LAKEWOOD	NY	162606	765328	
6	1366	1887-000	1	1	1	1	4	LAKE COUNTY DAIRY #6	JAMESTOWN	NY	162606	765448	
7	1367	1887-000	1	1	1	1	4	LAKE COUNTY DAIRY #2	RANDOLPH	NY	162606	40905	
8	1368	1887-000	1	1	1	1	4	LAKE COUNTY DAIRY #8	MAYVILLE	NY	162606	267020	
9	1370	1887-000	1	1	1	1	4	LAKE COUNTY DAIRY 10	JAMESTOWN	NY	162606	737860	
		1887-000	9	9	9	9	36						



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#/ Salem Cartons Per Brand Style													
#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #	
1	4255	1892-000	4	3	4	5	16	BORON OIL	JAMESTOWN	NY	162606	129007	
2	4252	1892-000	2	2	3	2	9	BP HOLIDAY MART #52	NORTH WARREN	PA	162607	528721	
3	4254	1892-000	3	3	3	3	12	BP HOLIDAY MART	YOUNGSVILLE	PA	162607	340667	
4	4275	1892-000	3	3	6	5	17	LAKEWOOD SHELL #3	ERIE	PA	173001	525493	
5	4278	1892-000	3	2	3	4	12	FUEL STOP SHELL #1	ERIE	PA	173001	540944	
6	4280	1892-000	5	4	6	6	21	HOLIDAY MART	ERIE	PA	173001	596643	
7	4290	1892-000	3	3	4	4	14	STATELINE BP #90	NORTH EAST	PA	173001	699667	
8	4291	1892-000	4	2	5	4	15	PEACH STREET SHELL	ERIE	PA	173001	674464	
		1892-000	27	22	34	33	116						
1	608	1895-000	1	1	1	1	4	BILLS DELI	NEWFANE	NY	162601	764783	
2	719	1895-000	1	1	1	1	4	KENYON VARIETY #719	LOCKPORT	NY	162601	306829	
3	720	1895-000	1	1	1	1	4	KENYON VARIETY #720	LOCKPORT	NY	162601	396611	
4	721	1895-000	1	1	1	1	4	KENYON VARIETY #721	LOCKPORT	NY	162601	765354	
5	724	1895-000	1	1	1	1	4	KENYON #724/FASTOP	LOCKPORT	NY	162601	500221	
6	732	1895-000	1	1	1	1	4	KENYON VARIETY #732	WILLIAMSVILLE	NY	162602	764963	
7	735	1895-000	1	1	1	1	4	KENYON VARIETY #735	AMHERST	NY	162602	658777	
		1895-000	7	7	7	7	28						
1	4491	3173-000	1	1	5	1	8	POCO MART	ATHENS	PA	162204	696047	
2	4492	3173-000	0	0	6	2	8	POCO MART	SAYRE	PA	162204	777497	
3	4495	3173-000	1	0	3	1	5	POCO MART	ATHENS	PA	162204	777495	
		3173-000	2	1	14	4	21						

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#/ Salem Cartons Per Brand Style													
#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #	
1	3602	3459-000	1	1	2	2	6	MID VALLEY OIL	BINGHAMTON	NY	162204	720142	
2	3603	3459-000	1	1	2	1	5	MID VALLEY OIL	GREENE	NY	162205	720124	
3	3604	3459-000	1	1	2	1	5	MID VALLEY OIL	NEWARK VALLEY	NY	162605	720132	
4	3605	3459-000	1	0	2	1	4	MID VALLEY OIL	CANDOR	NY	162605	720133	
5	3606	3459-000	0	1	2	2	5	MID VALLEY OIL	BINGHAMTON	NY	162204	720140	
6	3607	3459-000	1	3	3	1	8	MID VALLEY OIL	BINGHAMTON	NY	162204	720145	
7	3608	3459-000	1	1	2	1	5	MID VALLEY OIL	BAINBRIDGE	NY	162605	720152	
8	3609	3459-000	0	1	2	2	5	MID VALLEY OIL	WINDSOR	NY	162204	720147	
9	3613	3459-000	2	1	2	1	6	MID VALLEY OIL	BINGHAMTON	NY	162204	720143	
10	3616	3459-000	0	0	2	1	3	MID VALLEY OIL	BINGHAMTON	NY	162204	720141	
11	3617	3459-000	1	1	2	0	4	XTRA MART #1417	EAST CHATHAM	NY	162306	652405	
12	3618	3459-000	1	1	6	4	12	MID VALLEY OIL	BINGHAMTON	NY	162204	720137	
13	3621	3459-000	1	1	1	1	4	MID VALLEY OIL	JOHNSON CITY	NY	162204	720136	
14	3625	3459-000	1	1	1	1	4	MID VALLEY OIL	AFTON	NY	162204	720135	
15	3626	3459-000	1	1	2	1	5	MID VALLEY OIL	VESTAL	NY	162204	720138	
16	3627	3459-000	1	1	4	2	8	MID VALLEY OIL	MARATHON	NY	162205	720134	
17	3631	3459-000	0	2	2	0	4	XTRA MART #1531	BRIDGEWATER	NY	162206	699873	
18	3632	3459-000	1	0	2	1	4	MID VALLEY OIL	DRYDEN	NY	162205	720129	
19	3633	3459-000	1	0	4	2	7	XTRA MART #1433	GHEENT	NY	162306	766837	
20	3634	3459-000	1	0	2	0	3	MID VALLEY OIL	FREEVILLE	NY	162605	720128	
21	3637	3459-000	1	0	2	1	4	MID VALLEY OIL	LANSING	NY	162605	720126	
22	3638	3459-000	1	1	1	1	4	MID VALLEY OIL	UNION SPRINGS	NY	162605	720149	
23	3639	3459-000	1	2	5	1	9	MID VALLEY OIL	CAZENOVIA	NY	162205	720148	
24	3652	3459-000	0	0	3	1	4	XTRA MART #1452	NIVERVILLE	NY	162306	561215	
25	3655	3459-000	1	1	2	2	6	BALMVILLE XTRA #1455	NEWBURGH	NY	162307	769488	
26	3660	3459-000	1	1	1	1	4	CHAPEL HILL EX #1460	HIGHLAND	NY	162307	516248	

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#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #	
27	3672	3459-000	1	1	1	1	4	X-TRA MART #1625	NORTH SYRACUSE	NY	162202	777302	
28	3673	3459-000	1	1	1	1	4	X-TRA MART	ROME	NY	162206	776236	
29	3682	3459-000	1	1	1	1	4	RED HOOK #1482	RED HOOK	NY	162306	649143	
30	3686	3459-000	0	0	4	0	4	MID VALLEY OIL	OWEGO	NY	162204	720144	
31	3689	3459-000	1	0	2	1	4	XTRA MART #1471	LITTLE FALLS	NY	162206	590831	
32	3623	3459-000	1	1	4	2	8	XTRA MART #1723	PALMYRA	PA	173803	776251	
33	3635	3459-000	1	0	3	0	4	SAYRE X-TRA MART	SAYRE	PA	162204	734182	
34	3636	3459-000	2	1	2	1	6	HILLTOP X-TRA MART	MILFORD	PA	162210	734181	
35	3695	3459-000	1	5	4	4	14	CITGO XTRAMART #1795	DUNCANNON	PA	173804	545259	
		3459-000	31	33	83	43	190						
1	354	4141-000	1	1	1	1	4	K & K FOODMART	HOLLEY	NY	162602	765462	
2	547	4141-000	1	1	1	1	4	K & K FOODMART	CLARKSON	NY	162602	33295	
3	715	4141-000	1	1	1	1	4	K & K FOODMART	HILTON	NY	162602	763471	
4	716	4141-000	1	1	1	1	4	K & K FOODMART	BROCKPORT	NY	162602	128447	
5	1382	4141-000	1	1	1	1	4	K & K FOOD MART	MENDON	NY	162605	779164	
6	1384	4141-000	1	1	1	1	4	K&K FOOD MART	MEDINA	NY	162602	707857	
7	1385	4141-000	1	1	1	1	4	K&K FOOD MART	ALBION	NY	162602	663648	
8	1386	4141-000	1	1	1	1	4	K & K FOOD MART	LOCKPORT	NY	162601	580045	
9	1387	4141-000	1	1	1	1	4	K & K FOODMART	KENDALL	NY	162602	215096	
10	1389	4141-000	1	1	1	1	4	K & K FOODMART	HAMLIN	NY	162602	561016	

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#/ Salem Cartons Per Brand Style														
#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #		
		4141-000	10	10	10	10	40							
1	1383	4141-010	1	1	1	1	4	THE HUMIDOR	BROCKPORT	NY	162602	752927		
		4141-010	1	1	1	1	4							
1	2261	5180-000	0	1	2	1	4	PAL MART #1	CLIFTON SPRINGS	NY	162605	763821		
2	2262	5180-000	1	0	1	0	2	PAL MART #2	PALMYRA	NY	162605	515673		
3	2263	5180-000	1	0	1	2	4	PAL MART #3	NEWARK	NY	162605	724740		
4	2268	5180-000	1	1	1	1	4	PALMART #8	FARMINGTON	NY	162605	702785		
		5180-000	3	2	5	4	14							
1	1691	5342-000	2	2	2	2	8	PETRO USA #1691	WEST SENECA	NY	162603	128610		
2	1692	5342-000	2	2	2	2	8	PETRO USA #1692	WILLIAMSVILLE	NY	162602	765466		
3	1693	5342-000	2	2	2	2	8	PETRO USA #1693	LACKAWANNA	NY	162603	960838		
4	1694	5342-000	2	2	2	2	8	PETRO USA #1694	BUFFALO	NY	162603	975281		
5	1695	5342-000	2	2	2	2	8	PETRO USA #1695	HAMBURG	NY	162603	306769		
6	1697	5342-000	2	2	2	2	8	PETRO USA	KENMORE	NY	162601	671356		
7	1704	5342-000	2	2	2	2	8	PETRO USA	NIAGARA FALLS	NY	162601	675540		
		5342-000	14	14	14	14	56							
1	4202	5468-000	1	1	1	1	4	RED APPLE KWIK FILL	NEW CASTLE	PA	173004	717481		
2	4203	5468-000	2	2	2	1	7	RED APPLE KWIK FILL	NEW CASTLE	PA	173004	251195		
		5468-000	3	3	3	2	11							
Grand Tot			184	163	274	185	806							
Cases			6	5	9	6	27							